COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES AND SUPPLY
P. O. BOX 1199
RICHMOND, VIRGINIA 23218-1199

PURCHASING AGREEMENT

1. DATE .....August 1, 2006
2. COMMODITY .....Audio Visual Products and Services
3. AGREEMENT NUMBER.....8801101-70PA
4. AGREEMENT PERIOD ..... September 1, 2006 through August 31, 2007
5. SUPERSEDES.....8801101-60PA
6. AUTHORIZED USERS .....State Agencies and Other Public Bodies
7. CONTRACTOR INFORMATION..... See Attached
8. DMBE SWAM CERTIFICATION ..... See Page 2
9. TERMS..... See Attached
10. DELIVERY..... See Attached
11. F.O.B. .....Delivered
12. MINIMUM ORDER..... See Attached
13. VIEW/PRINT THIS AGREEMENT AND ANY CHANGES AT: www.eva.state.va.us
14. FOR INFORMATION CONTACT: Edwin Patterson
    Telephone: (804) 786-3897 / Fax: (804) 786-0223
    E-mail: edwin.patterson@dgs.virginia.gov

Notice to all State Agencies and Public Bodies: This Purchase Agreement is optional use and is limited to a maximum of $5,000.00 (after discount and including freight) per order. This purchasing agreement was established on non-competitive, voluntary basis with a variety of audio visual products vendors that offer a significant number of small dollar audio visual goods and services. Installation services requiring a Commonwealth of Virginia contractor's license are not included as part of this agreement.

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Edwin Patterson

Edwin Patterson
Statewide Commodity Contract Officer

PARTICIPATING SUPPLIERS

BOXLIGHT CORPORATION
19332 Powder Hill Place
Poulsbo, WA 98370

CAMCOR, INC.
P. O. Box 1899
Burlington, NC 27216

COMMUNICATIONS ELECTRONICS, INC.
9494 Deerco Road
Timonium, MD 21093

KUNZ, INC.
1630 Sulphur Spring Road
Baltimore, MD 21227-2539

LEE HARTMAN & SONS, INC.
3236 Cove Road, N.W.
Roanoke, VA 24033-3365
(DMBE Swam Certification: Small Business)

LONG'S ELECTRONICS INC.
Attn.: Special Markets Department
2630 5th Avenue South
Irondale, AL 35210-1240
(DMBE Swam Certification: Small Business)

NICHOLAS P. PIPINO & ASSOCIATES, INC.
9159-A Red Branch Road
Columbia, MD 21045
(DMBE Swam Certification: Small Business)

PLUS VISION CORPORATION OF AMERICA
9610 SW Sunshine Court, Suite 800
Beaverton, OR 97005

STREET & CO AUDIO VISUAL
3817 Gaskins Road
Richmond, VA 23233
(DMBE Swam Certification: Small Business)

TROXELL COMMUNICATIONS
700 E. Main Street, Suite 1600
Richmond, VA 23219
(DMBE Swam Certification: Small Business)

VIRGINIA INTEGRATED COMMUNICATION
5361 Cleveland Street
Virginia Beach, VA 23462
(DMBE Swam Certification: Small Business)

AGREEMENT USE INSTRUCTIONS

1. This Purchase Agreement, hereinafter referred to as "Agreement" was established on a voluntary basis with the vendors identified herein. Reference the *Commonwealth of Virginia Audio Visual Products and Services Purchasing Agreement No. 8801101-30PA* signed by the vendor and the Commonwealth.

   This **optional use** Agreement is **limited to a maximum of $5,000.00 (after discount and including any freight charges) per order.**

2. Unless otherwise instructed by the Division of Purchases and Supply, all Departments, Institutions, Agencies and other Public Bodies of the Commonwealth of Virginia may order equipment and supplies that do not exceed $5,000.00 per order.

3. Requirements up to $5,000.00: Purchaser may choose to order from any vendor identified in the attached agreement. Each vendor agreement should be **carefully reviewed** and Purchaser should contact the vendor for additional information prior to placing order. Products, discounts, installation, warranties, etc., may differ for each vendor. Prices are F.O.B. Delivered; however vendors will be permitted to add transportation costs if any minimum order requirements are shown and not met. Payment terms are Net 30, unless otherwise shown. It will be the decision of the Purchaser to determine which vendor is the most advantageous overall.

4. Requirements between $5,000.00 and $50,000.00: Quotes must be solicited and documented by State Agencies and Institutions in accordance with the Agency Procurement and Surplus Property Manual, Chapter 5, Small Purchases. Other Public Bodies should follow their policies for purchases under $50,000.00.

5. Requirements over $50,000.00: State Agencies and Institutions are required to submit requisitions to DGS/DPS when over $50,000.00 or their delegated authority, whichever is greater.

6. Standing orders between $5,000.00 and $50,000.00 in aggregate value must be competitively established using the instruction identified in item #4.

7. Order splitting is prohibited as stipulated in the Agency Procurement and Surplus Property Manual, section 4.11. The placement of multiple orders within other than a reasonable time period to one or more vendors for the same, like, or related goods or services is prohibited. This is a standard review area when procurement reviews are conducted by DGS/DPS.

8. Purchasers should view on-line catalogs of listed vendors on the eVA web site, and/or contact listed vendors and request catalogs and/or price books.

9. Any complaint as to quality, faulty or delinquent delivery, etc., shall be reported to the Division of Purchases and Supply for handling with the Vendor. Preprinted forms (DGS-41-024), by which to facilitate the notification of the Vendor and this office of complaints, are available from the Division of Purchases and Supply web site at www.eva.state.va.us.

10. The purchase agreement number and vendor federal employer identification number (FIN) must be shown on all orders. The purchase order number shall be shown by the Vendor on all related invoices, delivery memoranda, bills of lading, packages and/or correspondence.

11. Excise tax exemption registration No. 54-73-0076K may be used when required.

12. WARRANTY (COMMERCIAL)/WARRANTY MINIMUM: The contractor agrees that the goods or services furnished under this solicitation shall be covered by the most favorable commercial warranties the contractor gives any customer for such goods or services and that the rights and remedies provided therein are in addition to and do not limit those available to the Commonwealth by any other clause of this solicitation. At a minimum, all equipment shall be warranted against defective parts, excluding vandalism, for one year from date of delivery. All parts proving defective within the first year shall be replaced without charge by the Contractor. Transportation and labor for installation of replacement parts for the first 90 days shall be the responsibility of the Contractor.

13. RENEWAL OF AGREEMENT: This agreement may be renewed by the Commonwealth upon written agreement of both parties for two (2) successive one-year periods, at a reasonable time (approximately 60 days) prior to the expiration.

14. **eVA Business-To-Government Contracts and Orders:** The solicitation/contract will result in numerous purchase order(s) with the eVA transaction fee specified below assessed for each order. a. For orders issued prior to July 1, 2006, the Vendor Transaction Fee is 1%, capped at a maximum of $500 per order. b. For orders issued July 1, 2006 and after, the Vendor Transaction Fee is: (i) DMBE-certified Woman-owned Businesses: 1%, Capped at $500 per order. (ii) DMBE-certified Minority-owned Businesses: 1%, Capped at $500 per order. (iii) Other Businesses not specified in (i) or (ii) above: 1%, Capped at $1,500 per order. The eVA transaction fee will be assessed approximately 30 days after each purchase order is issued. Any adjustments (increases/decreases) will be handled through eVA change orders. Internet electronic procurement solution, web site portal www.eva.state.va.us , streamlines and automates government purchasing activities in the Commonwealth. The portal is the gateway for vendors to conduct business with state agencies and public bodies. Vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet e-procurement solution and agree to comply with the following: If this solicitation is for a term contract, failure to provide an electronic catalog (price list) or index page catalog for items awarded will be just cause for the Commonwealth to reject your bid/offer or terminate this contract for default. The format of this electronic catalog shall conform to the eVA Catalog Interchange Format (CIF) Specification that can be accessed and downloaded from www.eVA.virginia.gov. Contractors should email Catalog or Index Page information to eVA-catalog-manager@dgs.virginia.gov.

BOXLIGHT CORPORATION
19332 POWDER HILL PLACE
POULSBO, WA 98370

FEDERAL IDENTIFICATION NUMBER
680099098

DUNS NUMBER
177773536

DISCOUNTS
16% discount off retail price on Boxlight LCD or DLP projectors, projection screens, projector rentals, and miscellaneous audio-visual equipment and supplies carried by Boxlight. Discount does not apply to discontinued or close out items. See attached price sheets (two pages).

MINIMUM ORDER FOR DELIVERY WITHOUT FREIGHT CHARGES
No minimum order requirements.

DELIVERY TIME
Five to seven calendar days after receipt of order.

AMERICAN EXPRESS CORORATE CARD IS ACCEPTED

ORDER PLACEMENT/INQUIRIES
Sharon Allen, Government Sales
19332 Powder Hill Place
Poulsbo, WA 98370
TELE: 800-762-5757, x 263 or 360-779-7901, x 263
FAX: 360-598-8263
EMAIL: sharon.allen@boxlight.com

INTERNET WEB SITE ADDRESS:
www.boxlight.com

BOXLIGHT Multimedia Projectors

BOXLIGHT. Presenting a Better Way

Commonwealth of Virginia – Government Pricing

September 2002

*Note: BOXLIGHT projectors come standard with remote control, soft carrying case or dust cover, and basic cables for easy plug and play.

PLEASE CALL FOR CURRENT PRICING

SVGA (800 x 600) Projectors

Model	VA Price	Retail Price	Lumens	Weight	LCD DLP	Summary of projector's features:
SP-50m	$1,259	$1,499	1000 lumens	5.7 lbs.	LCD	Ultra-quiet, monitor loop-through, soft power on/off, digital keystone
SP-9t	$1,511	$1,799	1000 lumens	6.2 lbs	LCD	Affordable, portable, digital keystone, component video input
CP-12t	$1,721	$2,049	1700 lumens	8.6 lbs.	LCD	Optional PCMCIA card slot, Multiple computer inputs, digital keystone, HDTV compatible, digital keystone, laser remote control
CP-16t	$1,931	$2,299	1700 lumens	9.5 lbs.	LCD	Short throw lens, optional PCMCIA card slot, Multiple computer inputs, digital horizontal & vertical keystone, HDTV compatible, digital keystone, laser remote
CP-19t	$2,099	$2,499	1700 lumens	9.5 lbs.	LCD	Optional wireless kit, short throw lens, optional PCMCIA card slot, Multiple computer inputs, digital keystone, HDTV compatible, digital keystone, laser remote
CD-600m	$2,099	$2,499	2000 lumens	5.7 lbs.	DLP	HDTV compatible, manual zoom lens, Faroudja video chip, digital input, optional enhanced connectivity module
CP-635i	$2,267	$2,699	2200 lumens	7.2 lbs.	LCD	Adjustable to whisper mode = 1800 lumens, Multiple computer inputs, monitor loop-through, digital keystone, card-type remote

XGA (1024 x 768) Projectors

Model	VA Price	Retail Price	Lumens	Weight	LCD DLP	Summary of projector's features:
XP-5t	$1,595	$1,899	800 lumens	5.7 lbs.	LCD	Affordable, digital keystone, component video input, full-function remote
XP-8t	$2,015	$2,399	1100 lumens	6.2 lbs.	LCD	Digital keystone, component video input, HDTV compatible, card-type remote
XP-60m	$2,183	$2,599	1100 lumens	5.7 lbs.	LCD	Ultra-quiet, monitor loop-through, soft power on/off, digital keystone
XD-10m	$2,435	$2,899	1100 lumens	3 lbs.	DLP	Ultra-portable, zoom lens, DVI computer input, video input, digital keystone adjustment
XD-2m	$2,855	$3,399	1100 lumens	2.4 lbs.	DLP	Lightest BOXLIGHT ever, zoom lens, analog/digital computer input, video inputs, digital keystone adjustment
CP-300t	$2,687	$3,199	1400 lumens	8.6 lbs.	LCD	DVI computer input, power zoom lens, optional PCMCIA card slot, HDTV compatible, digital keystone, laser remote control

Model	VA Price	Retail Price	Lumens	Weight	LCD DLP	Summary of projector's features:
CP-731i	$2,603	$3,099	1600 lumens	7.2 lbs.	LCD	Full-featured, 2 computer inputs, monitor loop-through, digital keystone adjust, manual zoom lens, laser remote
CP-305t	$2,855	$3,399	1700 lumens	9.5 lbs.	LCD	Short throw lens, horizontal and vertical keystone adjust, monitor loop-through, HDTV compatible, power zoom lens, laser remote control
CP-310t	$3,023	$3,599	2000 lumens	8.6 lbs.	LCD	Ultra-bright, DVI computer input, power zoom lens, optional PCMCIA card slot, HDTV compatible, digital keystone, laser remote control
CP-315t	$3,275	$3,899	2000 lumens	8.6 lbs.	LCD	Optional wireless kit, short throw lens, optional PCMCIA card slot, Multiple computer inputs – DVI input, digital keystone, laser remote
CD-725c	$2,939	$3,499	2000 lumen	6.8 lbs.	DLP	Multiple inputs and monitor loop-through, HDTV compatible, manual zoom lens, 600:1 contrast ratio, picture in picture, ultra-quiet
CD-750m	$3,023	$3,599	2000 lumen	5.7 lbs.	DLP	HDTV compatible, manual zoom lens, Faroudja video chip, digital input, optional enhanced connectivity module
CD-850m	$3,527	$4,199	2500 lumen	9.3 lbs.	DLP	HDTV compatible, multiple computer inputs, monitormanual zoom lens, Faroudja video chip, digital input, optional enhanced connectivity module
CP-775i	$3,527	$4,199	2500 lumen	9.9 lbs.	LCD	DVI computer input, picture in picture, horizontal and vertical keystone adjust, customizable start-up screen, HDTV compatible
MP-385t	$3,947	$4,699	2600 lumens	17.4 lbs.	LCD	Conference room projector with excellent video, 500:1 contrast ratio, digital progressive scanning, HDTV compatible, multiple lens/input options
MP-39t	$4,619	$5,499	3300 lumens	17.4 lbs.	LCD	Network compatible, large venue projector, 550:1 contrast ratio, digital progressive scanning, HDTV compatible, power lens shift, multiple lens/input options
MP-41t	$5,459	$6,499	3500 lumens	18.5 lbs.	LCD	Large venue projector, 800:1 contrast ratio, digital progressive scanning, HDTV compatible, power lens shift, multiple lens/input options
FP-97t	$8,399	$9,999	3300 lumens	39.2 lbs.	LCD	Large venue projector, twin stackable, HDTV compatible, power lens shift, multiple lens/input options

If submitting a request to bid or collecting competitive quotes make sure to note the following benefits with purchasing directly from BOXLIGHT:

***FREE 24/7 tech support for life *2-year parts & labor warranty *15-day money back guarantee *120-day lamp warranty *30-day upgrade credit *No restocking fee *No sales tax *Authorized service center with average 5 day turnaround time *Buy directly from a trusted manufacturer, which saves you money and gives you a detailed record of your history in case of theft, loss, or damage *Single point of contact**

For our full projector line-up, detailed specifications, and current pricing of our products visit: **www.boxlight.com/government**

Call Elvir Ajanovic for more information at 800-762-5757 x 279 or email: ElvirA@boxlight.com